# **EXHIBIT S**

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UNITED STATES BANKRUPTCY COURT SOUTHERN DISTRICT OF NEW YORK

In re : Chapter 11

DELPHI CORPORATION, et al., : Case No. 05-44481 (RDD)

Debtors. : (Jointly Administered)

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SUPPLEMENTAL DECLARATION OF KEITH R. FRANCIS IN SUPPORT OF DEBTORS' OBJECTION TO PROOF OF CLAIM NO. 1279 (NU-TECH PLASTICS ENGINEERING, INC.)

- I, Keith R. Francis, declare as follows:
- 1. I am a Senior Director at BBK, Ltd. ("BBK"), an international business advisory firm. I make this declaration in support of the objection by Delphi Corporation ("Delphi") to proof of claim number 1279 filed by Nu-Tech Plastics Engineering, Inc. ("Nu-Tech"), and in particular to respond to the damages report by Nu-Tech's damages witness, Gary Leeman, dated July 19, 2007, as modified by the updated damages calculation Mr. Leeman disclosed during his deposition on December 20, 2007 (the "Modified Nu-Tech Report"). Except as otherwise indicated, I have personal knowledge of or am otherwise competent to testify as to the matters set forth in this declaration.

### A. <u>Background And Qualifications</u>

- 2. I am a Certified Public Accountant licensed in Michigan, a Certified Turnaround Professional, and a Certified Insolvency and Restructuring Advisor. I have more than 30 years of financial and operations expertise, with experience as a self-employed turnaround consultant, a Chief Operating Officer, a Chief Financial Officer, and a partner in a major public accounting and consulting firm. I began my career at Plante & Moran LLP, a certified public accounting and business advisory firm, and worked there for 24 years, progressing from staff accountant to audit partner, where I worked directly with owners of automotive manufacturing companies. Since joining BBK, I have managed many engagements from distressed suppliers to automotive original equipment manufacturers ("OEMs"). A copy of my current executive biography is attached to this declaration as Exhibit VI.
- 3. BBK provides advisory services regarding finance, strategy, and operations to clients in a variety of industries, including clients in the OEM, supplier, and aftermarket segments of the automotive industry. BBK's advisory services encompass areas such as corporate restructuring, corporate finance, litigation support, risk and credit management, due

diligence, advanced planning and development, operations assessment, performance improvement, and operations intervention.

- 4. In the fall of 1999, Delphi and General Motors Corporation ("GM") asked BBK to provide financial and operational services regarding Nu-Tech as part of their troubled-supplier program. As part of this engagement, I, with the assistance of others at BBK, reviewed Nu-Tech's business records, monitored Nu-Tech's operations, investigated and analyzed the financial and operational aspects of Nu-Tech's business, assessed Nu-Tech's financial and operational viability, and spent a considerable amount of time at Nu-Tech's headquarters in Grand Blanc, Michigan. At that time, the majority owner of Nu-Tech was John Mailey, and the minority owner was John Cooper. BBK's engagement ended in December 1999 or January 2000, at about the same time as Nu-Tech agreed to sell its assets to another company, Rapid Product Technologies, L.L.C.
- 5. In August 2007, I was engaged by Delphi's counsel to review, analyze, and respond to Mr. Leeman's damages report dated July 19, 2007, which asserted that Nu-Tech had suffered aggregate damages of \$13,957,130, comprising lost income of \$7,638,671 over a two-year period beginning on January 1, 1999, and ending December 31, 2000, lost business value of \$4,981,901, and excess costs of \$1,336,558 in calendar year 1999 related to payments under building and equipment leases and wage-related payments. At his deposition on December 20, 2007, Mr. Leeman provided to Delphi's counsel a modified damages calculation of \$15,126,582, comprising lost income of \$8,545,014 over a two-year period beginning on January 1, 1999, and ending December 31, 2000, lost business value of \$5,698,181, and excess costs of \$883,387 in calendar year 1999 related to payments under building and equipment leases and wage-related payments. In January 2008, Delphi's counsel asked me to review, analyze, and

respond to Mr. Leeman's modified damages calculation. My engagement did not include analyzing or interpreting Nu-Tech's agreements or otherwise addressing the merits of Nu-Tech's claims.

#### B. Summary Of Conclusions

- 6. My principal conclusions are as follows:
- <u>Lost Income.</u> The Modified Nu-Tech Report's calculation of lost income is overstated because (i) it is based on an incorrect assumption regarding the number of parts required by Delphi Automotive Systems LLC ("DAS"), (ii) it takes into account the financial performance of non-core aspects of Nu-Tech's business that should not be included in a lost-income analysis, and (iii) it ignores income taxes. By correcting these three problems, the lost-income calculation for the entire two-year period used by Nu-Tech decreases to about \$1.7 million. Furthermore, with respect to the period from May 3, 1999, through January 14, 2000 (which I have been instructed is the relevant time period), Nu-Tech's lost income was \$742,949.
- Lost Business Value. The Modified Nu-Tech Report's calculation of lost business value is based on the lost-income calculation (after taxes), and it therefore incorporates two of the three same problems identified above. In addition, Nu-Tech Report improperly (i) uses after-tax income, rather than free cash flow, as the basis for the calculation, and (ii) applies a capitalization rate, which assumes that Nu-Tech's agreement would have continued in perpetuity, rather than a discount rate, an approach consistent with the fact that Nu-Tech's agreement expired at the end of 2000. When these deficiencies are corrected, Nu-Tech's estimated lost business value is approximately \$1.2 million based on its free cash flow for all of calendar year 1999, without any subtractions of lost income or the sale price Nu-Tech obtained from Rapid. Moreover, Nu-Tech should not be permitted to recover damages based on lost income and damages based on lost business value because those measures would provide Nu-Tech with multiple recoveries for the same alleged harm based on conflicting theories.
- Excess Costs. With respect to excess costs, the Modified Nu-Tech Report sets forth the lease payments made by Nu-Tech under certain building and equipment leases and certain wage-related payments in 1999. However, as part of its assistance to Nu-Tech under Delphi's troubled-supplier program in 1999 and 2000, BBK determined that those leases, all of which were issued by Mr. Cooper or entities owned or controlled by him, called for rents that were significantly above market rates. As for the wage-related payments, those payments should not be included as excess costs

because they were variable costs that were or should not have been incurred by Nu-Tech if it did not produce the part at issue.

#### C. Lost Income

- 7. According to the Modified Nu-Tech Report, Nu-Tech lost income of \$8,545,014 from January 1, 1999, through December 31, 2000, as a result of DAS's failure to purchase part number 25160694 (the "Part") from Nu-Tech during that period. This calculation is flawed in three respects. First, it assumes that DAS's requirements for the Part during that period totaled 6,161,053 units. I was provided with payable records generated by GM showing that the requirements were substantially less. Those reports, which I have been instructed are attached to a separate declaration submitted by a witness from GM, James M. Weber, reflect that GM purchased 4,076,148 units during the two-year period. I was also directed to calculate the number of units purchased by GM for three discrete periods within this two-year range. The results of that calculation are as follows:
  - January 1, 1999, through May 2, 1999: 1,087,324 units;
  - May 3, 1999, through January 14, 2000: 1,614,555 units; and
  - January 15, 2000, through December 31, 2000: 1,374,269 units.
- 8. Second, the Modified Nu-Tech Report's calculation improperly incorporates sales and costs associated with Nu-Tech's "Division 2" as well as sales and costs associated with "Tooling." During the time I spent at Nu-Tech in 1999 and 2000, I learned that Division 2 is essentially an accounting pass through entity that does not conduct any operations related to Nu-Tech's business, and that the Tooling business's revenues were approximately equal to its costs. For these reasons, I have excluded the financial data related to Division 2 and Tooling from my lost-income analysis.

- 9. The third flaw in the Modified Nu-Tech Report's calculation of lost income relates to taxes. Although the Modified Nu-Tech Report subtracts taxes for purposes of calculating lost business value, it does not do so with respect to the lost-income calculation. When, as here, an income statement shows positive income, a calculation of lost income should account for taxes paid on that income. My lost-income calculation corrects this error using a tax rate of 34%, the same tax rate used in the Modified Nu-Tech Report's calculation of lost business value.
- outlined above, but otherwise adopted the same assumptions described in the Modified Nu-Tech Report. I performed four separate calculations. The first covers the entire period from January 1, 1999, through December 31, 2000, and is set forth on <a href="Exhibit I">Exhibit I</a> to this declaration. The second, third, and fourth cover January 1, 1999, through May 2, 1999, May 3, 1999, through January 14, 2000, and January 15, 2000, through December 31, 2000, respectively, and are set forth on <a href="Exhibit II">Exhibit II</a>. The final page of <a href="Exhibit II">Exhibit II</a> is a summary of the four calculations, and includes a line item subtracting taxes at a rate of 34%.
  - 11. The results of the four calculations are outlined below:

<u>Period</u>	<u>Lost Income</u>	Nu-Tech Report	<u>Difference</u>
01-01-99 to 05-02-99	\$596,538	-	-
05-03-99 to 01-14-00	\$742,949	-	-
01-15-00 to 12-31-00	\$394,440	-	-
Total	\$1,733,929	\$8,545,014	(\$6,811,085)

#### D. Lost Business Value

12. The Modified Nu-Tech Report calculates lost business value by applying a capitalization rate of 3.91 to the Modified Nu-Tech Report's calculation of lost after-tax income for 1999, and then subtracting lost pre-tax income for that year and the price Nu-Tech obtained

from Rapid for the sale of its assets in January 2000. The result of this calculation is an estimated lost business value of \$5,698,181.

- 13. Because this calculation is based on the Modified Nu-Tech Report's lost-income calculation (after taxes), it includes two of the three of the flaws discussed in Part C above. In addition, in determining business value, it is common to use the business's free cash flow as the baseline for the valuation because free cash flow is a more reliable measure of value than net income. The Modified Nu-Tech Report uses net income, rather than free cash flow, as the foundation for its calculation.
- 14. Furthermore, by multiplying income by a capitalization rate, the Modified Nu-Tech Report assumes that Nu-Tech's agreement to sell the Part would continue in perpetuity. However, I have been instructed that the agreement was set to expire on December 31, 2000 i.e., approximately one year from the date Nu-Tech sold its assets to Rapid. Because the agreement was for a fixed duration, it is more appropriate to apply a discount rate and determine the net present value of the free cash flow to be obtained under the agreement through the end of 2000, rather than a multiplier that assumes an agreement of indefinite duration.
- Tech's lost free cash flow for all of calendar year 1999 using the same assumptions described in Part C above, and then applied a discount rate of 25.6%, which is the discount rate implied by a capitalization rate of 3.91 (1/3.91 is 25.6%). This calculation, which is set forth on Exhibit III to this declaration, shows an estimate of \$1,239,089. This does not take into account any subtraction of lost income or the sale price Nu-Tech received from Rapid. Furthermore, if the calculation is limited to Nu-Tech's free cash flow from May 3, 1999, through December 31, 1999, rather than all of calendar year 1999, the estimate decreases accordingly.

business-value measure because that would provide Nu-Tech with multiple forms of recovery for the same alleged harm based on conflicting theories. The lost-income calculation discussed above is designed to provide to Nu-Tech the income it would have earned if it had produced 100% of DAS's requirements for the part in 1999 and 2000. By contrast, the theory underlying the calculation of lost business value is that Rapid (or another buyer) would have paid more for Nu-Tech's assets in January 2000 if Nu-Tech had produced 100% of DAS's requirements in 1999 and Rapid expected that DAS would continue to order 100% of its requirements from Rapid following the asset sale. These two hypotheticals cannot coexist – Nu-Tech could produce the part and earn the income in 1999 and 2000, or Nu-Tech could produce the part in 1999 and then sell its assets for a higher price in January 2000, but not both. Accordingly, it would be inappropriate to allow Nu-Tech to recover damages based on lost income and damages based on lost business value.

#### E. Excess Costs

- 17. The final element of the Modified Nu-Tech Report damages calculation is termed excess costs. These costs comprise payments made by Nu-Tech under building and equipment leases and other wage-related payments in 1999. All of the leases at issue were between Nu-Tech and either Mr. Cooper himself or entities owned or controlled by Mr. Cooper, and it is my conclusion that Mr. Cooper charged Nu-Tech rents that were well above market rates. Because of his role in the leasing companies, Mr. Cooper was in a position to mitigate Nu-Tech's alleged excess lease costs by, for example, reducing or suspending rents, but apparently he did not do so.
- 18. When Nu-Tech was in Delphi's troubled-supplier program in 1999 and 2000, BBK conducted an analysis of several of Nu-Tech's leases, including the leases at issue

here, and compared the economic terms of those leases to market rates for comparable property.

The results of the analysis – which are set forth in <u>Exhibit IV</u> to this declaration, which addresses real property leases, and <u>Exhibit V</u>, which deals with personal property leases – demonstrated that the economic terms of the leases were significantly above market.

- 19. With respect to the building leases, for example, BBK estimated that Nu-Tech paid approximately \$10.00 per square foot under the lease for 8024 Embury Road and approximately \$11.99 per square foot under the lease for 4068 Baldwin Road, Building B (these leases are the second and fourth entries on Exhibit IV). By contrast, BBK's market research showed that the market rate at that time was in the range of \$4 to \$5 per square foot. Thus, whereas Nu-Tech made aggregate lease payments of \$278,670 (\$158,750 for 8024 Embury Road and \$119,920 for 4068 Baldwin Road, Building B) for those two buildings in 1999, at market rates the aggregate payments would have been somewhere between \$103,500 and \$129,375.
- 20. As for personal property leases, as shown on <u>Exhibit V</u>, BBK analyzed several of Nu-Tech's leases (including leases not addressed in the Modified Nu-Tech Report), and determined that they carried an average interest rate of 16.56%. The market interest rate for comparable leases at that time was only 10% to 12%.
- 21. The Modified Nu-Tech Report includes in its excess-costs calculation \$461,709 in wage-related payments in calendar year 1999, comprising \$394,185 in wages, \$34,097 in payroll taxes, and \$33,427 in health-insurance payments. As reflected in the operating payroll and expenses portion of the Modified Nu-Tech Report's lost-income calculation for 1999, those wage-related payments constituted variable costs <u>i.e.</u>, costs that changed directly with Nu-Tech's production of the part at issue. If Nu-Tech did not produce the part in 1999 (as the Modified Nu-Tech Report assumes), then Nu-Tech did not or should not

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have incurred those costs in 1999. It is therefore inappropriate to include the wage-related payments as excess costs.

I declare under penalty of perjury that the foregoing is true and correct. Executed

on January <u>7</u>, 2008

KEITH R. FRANCIS

# **EXHIBIT I**

05-44481-rdd Doc 11756-19

Filed 01/07/08 Entered 01/07/08 19:26:42 Exhibit S Loss of In Sme 3 (Perma) Format

1/1/99 - 12/31/00

Exhibit I

	Variable/				Fixed		Historical	- 1998
	Fixed		Basis	Variable	(2 years)	Total	Amount	Ratio
Sales								
Tooling						_	_	0.00%
Division 2 Purchasing						_	_	0.00%
Miscellaneous						-	1,229	0.02%
Delphi				7,581,635		7,581,635	4,839,410	74.43%
Chrysler						-	47,171	0.73%
Johnson Controls						-	334,314	5.14%
GT Products						-	649,625	9.99%
Briskin Manufacturing						-	16,066	0.25%
GM SPO						-	368,201	5.66%
Powertrain						-	123,935	1.91%
Oxford Suspension						-	15,277	0.23%
Reacom						-	106,321	1.64%
Total Sales				7,581,635	<del>-</del> -	7,581,635	6,501,549	100.00%
Cost of Goods Sold								
	V							0.000/
Tooling Division 2 Purchasing	v V					-	-	0.00% 0.00%
Research & Development	V		0.02% of Sales	1,516		1,516	1,000	0.00%
Delphi	V		0.02% of Sales	1,510		1,510	2,249,565	34.60%
Chrysler	V					-	35,997	0.55%
Johnson Controls	V					_	275,360	4.24%
GT Products	V					-	395,616	6.08%
Briskin Manufacturing	V					_	9,431	0.15%
GM SPO	V					-	156,821	2.41%
Powertrain	V					_	59,852	0.92%
Oxford Suspension	V					-	9,408	0.14%
Reacom	V					-	66,444	1.02%
Freight & Delivery	V		0.67% of Sales	50,797		50,797	43,526	0.67%
Engineering	V			-		-	264	0.00%
Equipment Maintenance	V		1.17% of Sales	88,705		88,705	75,976	1.17%
Supplies - Shop	V		1.43% of Sales	108,417		108,417	92,974	1.43%
Supplies - Quality Control	V		0.21% of Sales	15,921		15,921	13,603	0.21%
Inventory Overhead Adjustment	V					-	(2,201,564)	-33.86%
Total Cost of Goods Sold				265,356	<u> </u>	265,356	1,284,273	19.75%
Gross Profit				7,316,279	-	7,316,279	5,217,276	80.25%
Operating Payroll & Expenses								
Salaries & Wages - Other	V		18.22% of Sales	1,381,374		1,381,374	1,184,530	18.22%
Salaries & Wages - Officer & Admin.	F			-	644,000	644,000	322,000	4.95%
Contract Labor	V		1.13% of Sales	85,672		85,672	73,643	1.13%
Payroll Taxes	V	8.65%	8.65% of PR	119,489	55,706	175,195	130,307	2.00%
Payroll Expenses - Other	V		0.00% of Sales	-		-	57	0.00%
Health Insurance	V	8.48%	8.48% of PR	117,141	54,611	171,752	127,681	1.96%
Total Payroll & Expenses				1,703,676	754,317	2,457,993	1,838,218	28.26%
Profit After Payroll & Expenses				5,612,603	(754,317)	4,858,286	3,379,058	51.99%
Other Controllable Expenses								
Advertising	V		0.00% of Sales			-	143	0.00%
Bank Service Charges	F				17,576	17,576	8,788	0.14%
Blueprints	V		0.04% of Sales	3,033		3,033	2,585	0.04%
Contributions	F				4,812	4,812	2,406	0.04%
Dues & Subscriptions	F				5,512	5,512	2,756	0.04%
Shop Maintenance	F				400	400	200	0.00%
Office Maintenance	F				6,742	6,742	3,371	0.05%
Machinery Movers & Riggers	V		2.14% of Sales	162,247		162,247	139,059	2.14%
Building Maintenance	F				58,308	58,308	29,154	0.45%
Fees & Permits	V		0.01% of Sales	758		758	500	0.01%
Miscellaneous	V		0.19% of Sales	14,405		14,405	12,281	0.19%
Postage & Delivery	V		0.06% of Sales	4,549		4,549	3,625	0.06%
Supplies	V		1.06% of Sales	80,365		80,365	68,873	1.06%
Telephone	V		0.42% of Sales	31,843		31,843	27,120	0.42%

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Filed 01/07/08 Entered 01/07/08 19:26:42 Exhibit S Loss of In Gride 1 (Perman) Format

2,627,165

1/1/99 - 12/31/00

Exhibit I

Loss of Income

	Variable/				Fixed		Historical	
	Fixed		Basis	Variable	(2 years)	Total	Amount	Ratio
Pager Service	V		0.06% of Sales	4,549		4,549	3,948	0.06%
Meals & Entertainment	V		0.45% of Sales	34,117		34,117	29,333	0.45%
Travel	V		0.46% of Sales	34,876		34,876	30,014	0.46%
Uniforms	V		0.11% of Sales	8,340		8,340	7,036	0.11%
Gas & Electric	V		3.05% of Sales	231,240		231,240	198,150	3.05%
Water	V		0.01% of Sales	758		758	389	0.01%
Vehicle Expense	F				87,718	87,718	43,859	0.67%
Total Controllable Expenses				611,080	181,068	792,148	613,590	9.45%
Profit After Controllable Expenses				5,001,523	(935,385)	4,066,138	2,765,468	42.54%
Other Non-Controllable Expenses								
Depreciation - Office Equipment	F				28,722	28,722	14,361	0.22%
Depreciation - Leasehold Improvements	F				41,968	41,968	20,984	0.32%
Depreciation - Plant Equipment	F				281,008	281,008	140,504	2.16%
Depreciation - Vehicles	F				18,166	18,166	9,083	0.14%
Amortization Expense	F				9,206	9,206	4,603	0.07%
Interest Expense	V		3.20% of Sales	242,612	9,200	242,612	207,913	3.20%
•	v F		3.20% Of Sales	242,012	20.202			
General Insurance		1.260/	1.000/ CDD	17.405	30,392	30,392	15,196	0.23%
Workers' Compensation Insurance	V	1.26%	1.26% of PR	17,405	8,114	25,519	19,030	0.29%
Umbrella Insurance	F				2,346	2,346	1,173	0.02%
Accounting	F				5,350	5,350	2,675	0.04%
Consulting	V		0.40% of Sales	30,328		30,328	25,894	0.40%
Legal Fees	F				32,134	32,134	16,067	0.25%
Taxes - Local	F				17,422	17,422	8,711	0.13%
Taxes - Property Taxes	F				182,306	182,306	91,153	1.40%
Single Business Tax	V		0.23% of Sales	17,438		17,438	14,832	0.23%
Uncollectible Accounts	V		0.43% of Sales	32,601		32,601	28,152	0.43%
Waste Collection	V		0.07% of Sales	5,307		5,307	4,245	0.07%
Total Non-/Controllable Expenses				345,691	657,135	1,002,826	624,576	9.60%
Profit Before Equipment & Building Rent				4,655,832	(1,592,520)	3,063,312	2,140,892	32.94%
Additional Rental Expenses Specific to Delphi Part 60694								
Equipment Rental	F				493,425	493,425	979,151	15.06%
Building Rent	F				349,930	349,930	656,455	10.10%
Total Additional Rental Expense Specific to Delphi Part 60694					843,355	843,355	1,635,606	25.16%
Profit Before Other Income				4,655,832	(2,435,875)	2,219,957	505,286	7.78%
Other Income								
Interest Income				-	_	-	25,727	0.40%
Other Income				-	-	-	11,909	0.18%
Total Other Income						-	37,636	0.58%
Net Income/(Loss)				4,655,832	(2,435,875)	2,219,957	542,922	8.36%
Less: Delphi Attributed Fixed Expenses								
Total Delphi Attributed Fixed Expenses				843,355				
74.43% Fixed Expenses before Equipment & Building Rent		1,592,520		1,185,312				
		.,0,2,020						
Total Delphi Attributed Fixed Expenses				2,028,667				

# EXHIBIT II

1/1/99 - 5/2/99

Exhibit II-A

	Variable/			Fixed		Historical	- 1998
	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Sales							
Tooling					-	-	0.00%
Division 2 Purchasing					-	-	0.00%
Miscellaneous					-	1,229	0.02%
Delphi			2,022,423		2,022,423	4,839,410	74.43%
Chrysler					-	47,171	0.73%
Johnson Controls					-	334,314	5.14%
GT Products					-	649,625 16,066	9.99% 0.25%
Briskin Manufacturing GM SPO					-	368,201	5.66%
Powertrain					-	123,935	1.91%
Oxford Suspension					-	15,277	0.23%
Reacom					-	106,321	1.64%
Total Sales			2,022,423		2,022,423	6,501,549	100.00%
Cost of Goods Sold							
Tooling	V V				=	=	0.00%
Division 2 Purchasing Research & Development	v V	0.02% of Sales	404		404	1,000	0.00% 0.02%
Delphi	V	0.0270 Of Sales	404		-	2,249,565	34.60%
Chrysler	v				_	35,997	0.55%
Johnson Controls	V				-	275,360	4.24%
GT Products	V				-	395,616	6.08%
Briskin Manufacturing	V				-	9,431	0.15%
GM SPO	V				-	156,821	2.41%
Powertrain	V				-	59,852	0.92%
Oxford Suspension	V				=	9,408	0.14%
Reacom Freight & Delivery	V V	0.67% of Sales	13,550		13,550	66,444 43,526	1.02% 0.67%
Engineering	V	0.07 % Of Sales	13,330		13,330	264	0.00%
Equipment Maintenance	v	1.17% of Sales	23,662		23,662	75,976	1.17%
Supplies - Shop	V	1.43% of Sales	28,921		28,921	92,974	1.43%
Supplies - Quality Control	V	0.21% of Sales	4,247		4,247	13,603	0.21%
Inventory Overhead Adjustment	V				-	(2,201,564)	-33.86%
Total Cost of Goods Sold			70,784	<u> </u>	70,784	1,284,273	19.75%
Gross Profit			1,951,639	-	1,951,639	5,217,276	80.25%
Operating Payroll & Expenses							
Salaries & Wages - Other	V	18.22% of Sales	368,485		368,485	1,184,530	18.22%
Salaries & Wages - Officer & Admin.	v F	16.22% Of Sales	500,405	644.000	644,000	322,000	4.95%
Contract Labor	V	1.13% of Sales	22,853	044,000	22,853	73,643	1.13%
Payroll Taxes	V	8.65% of PR	31,874	55,706	87,580	130,307	2.00%
Payroll Expenses - Other	V	0.00% of Sales	-		-	57	0.00%
Health Insurance	V	8.48% of PR	31,247	54,611	85,858	127,681	1.96%
Total Payroll & Expenses			454,458	754,317	1,208,775	1,838,218	28.26%
Profit After Payroll & Expenses			1,497,181	(754,317)	742,864	3,379,058	51.99%
Other Controllable Expenses							
Advertising	V	0.00% of Sales			-	143	0.00%
Bank Service Charges	F			17,576	17,576	8,788	0.14%
Blueprints	V	0.04% of Sales	809		809	2,585	0.04%
Contributions	F			4,812	4,812	2,406	0.04%
Dues & Subscriptions	F			5,512	5,512	2,756	0.04%
Shop Maintenance	F			400	400	200	0.00%
Office Maintenance	F	2.140/	12.000	6,742	6,742	3,371	0.05%
Machinery Movers & Riggers	V F	2.14% of Sales	43,280	50 200	43,280 58,308	139,059	2.14%
Building Maintenance Fees & Permits	V	0.01% of Sales	202	58,308	38,308 202	29,154 500	0.45% 0.01%
Miscellaneous	V	0.01% of Sales 0.19% of Sales	3,843		3,843	12,281	0.01%
Postage & Delivery	v	0.06% of Sales	1,213		1,213	3,625	0.06%
Supplies	V	1.06% of Sales	21,438		21,438	68,873	1.06%
Telephone	V	0.42% of Sales	8,494		8,494	27,120	0.42%

1/1/99 - 5/2/99

Exhibit II-A

Loss of Income

	Variable/			Fixed		Historical	- 1998
	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Pager Service	V	0.06% of Sales	1,213		1,213	3,948	0.06%
Meals & Entertainment	V	0.45% of Sales	9,101		9,101	29,333	0.45%
Travel	V	0.46% of Sales	9,303		9,303	30,014	0.46%
Uniforms	V	0.11% of Sales	2,225		2,225	7,036	0.11%
Gas & Electric	V	3.05% of Sales	61,684		61,684	198,150	3.05%
Water	V	0.01% of Sales	202		202	389	0.01%
Vehicle Expense	F			87,718	87,718	43,859	0.67%
Total Controllable Expenses			163,007	181,068	344,075	613,590	9.45%
Profit After Controllable Expenses			1,334,174	(935,385)	398,789	2,765,468	42.54%
Other Non-Controllable Expenses							
Depreciation - Office Equipment	F			28,722	28,722	14,361	0.22%
Depreciation - Leasehold Improvements	F			41,968	41,968	20,984	0.32%
Depreciation - Plant Equipment	F			281,008	281,008	140,504	2.16%
Depreciation - Vehicles	F			18,166	18,166	9,083	0.14%
Amortization Expense	F			9,206	9,206	4,603	0.07%
Interest Expense	V	3.20% of Sales	64,718		64,718	207,913	3.20%
General Insurance	F			30,392	30,392	15,196	0.23%
Workers' Compensation Insurance	V	1.26% of PR	4,643	8,114	12,757	19,030	0.29%
Umbrella Insurance	F			2,346	2,346	1,173	0.02%
Accounting	F			5,350	5,350	2,675	0.04%
Consulting	V	0.40% of Sales	8,091		8,091	25,894	0.40%
Legal Fees	F			32,134	32,134	16,067	0.25%
Taxes - Local	F			17,422	17,422	8,711	0.13%
Taxes - Property Taxes	F			182,306	182,306	91,153	1.40%
Single Business Tax	V	0.23% of Sales	4,652		4,652	14,832	0.23%
Uncollectible Accounts	V	0.43% of Sales	8,696		8,696	28,152	0.43%
Waste Collection	V	0.07% of Sales	1,416		1,416	4,245	0.07%
Total Non-/Controllable Expenses			92,216	657,135	749,351	624,576	9.60%
Profit Before Equipment & Building Rent			1,241,958	(1,592,520)	(350,562)	2,140,892	32.94%
Additional Rental Expenses Specific to Delphi Part 60694							
Equipment Rental	F			493,425	493,425	979,151	15.06%
Building Rent	F			349,930	349,930	656,455	10.10%
Total Additional Rental Expense Specific to Delphi Part 6069	)4			843,355	843,355	1,635,606	25.16%
Profit Before Other Income			1,241,958	(2,435,875)	(1,193,917)	505,286	7.78%
Other Income							
Interest Income Other Income			-	-	-	25,727 11,909	0.40% 0.18%
Total Other Income					-	37,636	0.58%
Net Income/(Loss)			1,241,958	(2,435,875)	(1,193,917)	542,922	8.36%
Less: Delphi Attributed Fixed Expenses							
Total Delphi Attributed Fixed Expenses for 1/1/99 - 5/2/99			140.560				
	for 1/1/00 5/2/0	00	140,560				
74.43% Fixed Expenses before Equipment & Building Rent	. 101 1/1/99 - 3/2/9	77	197,553				
Total Delphi Attributed Fixed Expenses			338,112				

903,846

5/3/99 - 1/14/00

Exhibit II-B

	Variable/			Fixed		Historical	- 1998
	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Sales							
Tooling					-	-	0.00%
Division 2 Purchasing					-	-	0.00%
Miscellaneous					-	1,229	0.02%
Delphi			3,003,072		3,003,072	4,839,410	74.43%
Chrysler					-	47,171	0.73%
Johnson Controls GT Products					-	334,314	5.14%
Briskin Manufacturing					-	649,625 16,066	9.99% 0.25%
GM SPO					-	368,201	5.66%
Powertrain					_	123,935	1.91%
Oxford Suspension					-	15,277	0.23%
Reacom					-	106,321	1.64%
Total Sales			3,003,072		3,003,072	6,501,549	100.00%
Cost of Goods Sold							
Tooling	V				-	-	0.00%
Division 2 Purchasing	V				-	-	0.00%
Research & Development	V	0.02% of Sales	601		601	1,000	0.02%
Delphi	V				-	2,249,565	34.60%
Chrysler	V				-	35,997	0.55%
Johnson Controls	V				-	275,360	4.24%
GT Products	V V				-	395,616	6.08%
Briskin Manufacturing GM SPO	V V				-	9,431 156,821	0.15% 2.41%
Powertrain	V				-	59,852	0.92%
Oxford Suspension	v				_	9,408	0.14%
Reacom	V				-	66,444	1.02%
Freight & Delivery	V	0.67% of Sales	20,121		20,121	43,526	0.67%
Engineering	V		-		-	264	0.00%
Equipment Maintenance	V	1.17% of Sales	35,136		35,136	75,976	1.17%
Supplies - Shop	V	1.43% of Sales	42,944		42,944	92,974	1.43%
Supplies - Quality Control	V	0.21% of Sales	6,306		6,306	13,603	0.21%
Inventory Overhead Adjustment	V					(2,201,564)	-33.86%
Total Cost of Goods Sold			105,108		105,108	1,284,273	19.75%
Gross Profit			2,897,964	-	2,897,964	5,217,276	80.25%
Operating Payroll & Expenses							
Salaries & Wages - Other	V	18.22% of Sales	547,160		547,160	1,184,530	18.22%
Salaries & Wages - Officer & Admin.	F		- -	644,000	644,000	322,000	4.95%
Contract Labor	V	1.13% of Sales	33,935		33,935	73,643	1.13%
Payroll Taxes	V	8.65% of PR	47,329	55,706	103,035	130,307	2.00%
Payroll Expenses - Other	V	0.00% of Sales	-		-	57	0.00%
Health Insurance	V	8.48% of PR	46,399	54,611	101,010	127,681	1.96%
Total Payroll & Expenses			674,822	754,317	1,429,139	1,838,218	28.26%
Profit After Payroll & Expenses			2,223,142	(754,317)	1,468,825	3,379,058	51.99%
Other Controllable Expenses							
Advertising	V	0.00% of Sales			-	143	0.00%
Bank Service Charges	F			17,576	17,576	8,788	0.14%
Blueprints	V	0.04% of Sales	1,201		1,201	2,585	0.04%
Contributions	F			4,812	4,812	2,406	0.04%
Dues & Subscriptions	F			5,512	5,512	2,756	0.04%
Shop Maintenance	F			400	400	200	0.00%
Office Maintenance	F	2 140/ -55 1	(4.266	6,742	6,742	3,371	0.05%
Machinery Movers & Riggers Building Maintenance	V F	2.14% of Sales	64,266	58,308	64,266 58,308	139,059 29,154	2.14% 0.45%
Bunding Maintenance	1.			50,500	50,500	27,134	U.+J/0

5/3/99 - 1/14/00

Exhibit II-B

EXHIDIT II-D	_						
	Variable/	ъ.		Fixed	m 1	Historical	
F 6 B '	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Fees & Permits	V	0.01% of Sales	300		300	500	0.01%
Miscellaneous	V	0.19% of Sales	5,706		5,706	12,281	0.19%
Postage & Delivery	V	0.06% of Sales	1,802		1,802	3,625	0.06%
Supplies	V	1.06% of Sales	31,833		31,833	68,873	1.06%
Telephone	V	0.42% of Sales	12,613		12,613	27,120	0.42%
Pager Service	V	0.06% of Sales	1,802		1,802	3,948	0.06%
Meals & Entertainment	V	0.45% of Sales	13,514		13,514	29,333	0.45%
Travel	V	0.46% of Sales	13,814		13,814	30,014	0.46%
Uniforms	V	0.11% of Sales	3,303		3,303	7,036	0.11%
Gas & Electric	V	3.05% of Sales	91,594		91,594	198,150	3.05%
Water	V	0.01% of Sales	300		300	389	0.01%
Vehicle Expense	F			87,718	87,718	43,859	0.67%
Total Controllable Expenses			242,048	181,068	423,116	613,590	9.45%
Profit After Controllable Expenses			1,981,094	(935,385)	1,045,709	2,765,468	42.54%
Other Non-Controllable Expenses							
Depreciation - Office Equipment	F			28,722	28,722	14,361	0.22%
Depreciation - Leasehold Improvements	F			41,968	41,968	20,984	0.22%
Depreciation - Plant Equipment	F			281,008	281,008	140,504	2.16%
	F						
Depreciation - Vehicles	г F			18,166	18,166	9,083	0.14%
Amortization Expense		2.200/ 6.0.1	0.5.000	9,206	9,206	4,603	0.07%
Interest Expense	V	3.20% of Sales	96,098	20.202	96,098	207,913	3.20%
General Insurance	F			30,392	30,392	15,196	0.23%
Workers' Compensation Insurance	V	1.26% of PR	6,894	8,114	15,008	19,030	0.29%
Umbrella Insurance	F			2,346	2,346	1,173	0.02%
Accounting	F			5,350	5,350	2,675	0.04%
Consulting	V	0.40% of Sales	12,013		12,013	25,894	0.40%
Legal Fees	F			32,134	32,134	16,067	0.25%
Taxes - Local	F			17,422	17,422	8,711	0.13%
Taxes - Property Taxes	F			182,306	182,306	91,153	1.40%
Single Business Tax	V	0.23% of Sales	6,907		6,907	14,832	0.23%
Uncollectible Accounts	V	0.43% of Sales	12,913		12,913	28,152	0.43%
Waste Collection	V	0.07% of Sales	2,102		2,102	4,245	0.07%
Total Non-/Controllable Expenses			136,927	657,135	794,062	624,576	9.60%
Profit Before Equipment & Building Rent			1,844,167	(1,592,520)	251,647	2,140,892	32.94%
Additional Rental Expenses Specific to Delphi Part 60694							
	E			402.425	402 425	070 151	15.000/
Equipment Rental	F			493,425	493,425	979,151	15.06%
Building Rent  Total Additional Rental Expense Specific to Delphi Part 60694	F			349,930	349,930	656,455	10.10%
Total Additional Rental Expense Specific to Delpin Part 60094				843,355	843,355	1,635,606	25.16%
Profit Before Other Income			1,844,167	(2,435,875)	(591,708)	505,286	7.78%
Other Income							
Interest Income			-	-	-	25,727	0.40%
Other Income			-	-	-	11,909	0.18%
Total Other Income					-	37,636	0.58%
Net Income/(Loss)			1,844,167	(2,435,875)	(591,708)	542,922	8.36%
Less: Delphi Attributed Fixed Expenses							
Total Delphi Attributed Fixed Expenses for 5/3/99 - 1/14/00 74.43% Fixed Expenses before Equipment & Building Rent for	5/3/99 - 1/14	1/00	298,688 419,798				
Total Delphi Attributed Fixed Expenses			718,486				
Loss of Income			1,125,681				

1/15/00 - 12/31/00

Exhibit II-C

	Variable/			Fixed		Historical	- 1998
	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Sales							
Tooling					-	-	0.00%
Division 2 Purchasing					-	-	0.00%
Miscellaneous					-	1,229	0.02%
Delphi			2,556,140		2,556,140	4,839,410	74.43%
Chrysler					-	47,171	0.73%
Johnson Controls					-	334,314	5.14%
GT Products					-	649,625	9.99%
Briskin Manufacturing GM SPO					-	16,066 368,201	0.25% 5.66%
Powertrain					-	123,935	1.91%
Oxford Suspension					_	15,277	0.23%
Reacom					_	106,321	1.64%
Total Sales			2,556,140		2,556,140	6,501,549	100.00%
Total Sales			2,330,140		2,330,140	0,301,349	100.00%
Cost of Goods Sold							
Tooling	V				-	-	0.00%
Division 2 Purchasing	V				-	-	0.00%
Research & Development	V	0.02% of Sales	511		511	1,000	0.02%
Delphi	V				-	2,249,565	34.60%
Chrysler	V				-	35,997	0.55%
Johnson Controls	V				-	275,360	4.24%
GT Products	V				-	395,616	6.08%
Briskin Manufacturing	V				-	9,431	0.15%
GM SPO	V				-	156,821	2.41%
Powertrain	V				-	59,852	0.92%
Oxford Suspension Reacom	V V				-	9,408 66,444	0.14% 1.02%
Freight & Delivery	v V	0.67% of Sales	17,126		17,126	43,526	0.67%
Engineering	V	0.07% of Sales	17,120		17,120	43,320 264	0.00%
Equipment Maintenance	V	1.17% of Sales	29,907		29,907	75,976	1.17%
Supplies - Shop	V	1.43% of Sales	36,553		36,553	92,974	1.43%
Supplies - Quality Control	v	0.21% of Sales	5,368		5,368	13,603	0.21%
Inventory Overhead Adjustment	v	0.2170 01 54165	2,500		-	(2,201,564)	-33.86%
Total Cost of Goods Sold			89,465		89,465	1,284,273	19.75%
Gross Profit			2,466,675	_	2,466,675	5,217,276	80.25%
Gross Front			2,400,073	-	2,400,073	3,217,270	00.23 /0
Operating Payroll & Expenses							
Salaries & Wages - Other	V	18.22% of Sales	465,729		465,729	1,184,530	18.22%
Salaries & Wages - Officer & Admin.	F	1 120/ 55 1	-	644,000	644,000	322,000	4.95%
Contract Labor	V V	1.13% of Sales	28,884	55.706	28,884	73,643	1.13%
Payroll Taxes Payroll Expenses - Other	v V	8.65% of PR 0.00% of Sales	40,286	55,706	95,992	130,307 57	2.00% 0.00%
Health Insurance	V	8.48% of PR	39,494	54,611	94,105	127,681	1.96%
Total Payroll & Expenses			574,393	754,317	1,328,710	1,838,218	28.26%
Profit After Payroll & Expenses			1,892,282	(754,317)	1,137,965	3,379,058	51.99%
Tion Area Layron & Expenses			1,092,202	(154,511)	1,137,703	3,317,030	31.7770
Other Controllable Expenses							
Advertising	V	0.00% of Sales		15.55	-	143	0.00%
Bank Service Charges	F	0.040/ -£5.1	1.000	17,576	17,576	8,788	0.14%
Blueprints Contributions	V F	0.04% of Sales	1,022	4,812	1,022 4,812	2,585 2,406	0.04% 0.04%
Dues & Subscriptions	r F			4,812 5,512	4,812 5,512	2,406 2,756	0.04%
Shop Maintenance	F			400	400	2,730	0.04%
Office Maintenance	F			6,742	6,742	3,371	0.05%
Machinery Movers & Riggers	V	2.14% of Sales	54,701	J,	54,701	139,059	2.14%
Building Maintenance	F		,	58,308	58,308	29,154	0.45%

1/15/00 - 12/31/00

Exhibit II-C

	Variable/			Fixed		Historical	- 1998
	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Fees & Permits	V	0.01% of Sales	256		256	500	0.01%
Miscellaneous	V	0.19% of Sales	4,857		4,857	12,281	0.19%
Postage & Delivery	V	0.06% of Sales	1,534		1,534	3,625	0.06%
Supplies	V	1.06% of Sales	27,095		27,095	68,873	1.06%
Telephone	V	0.42% of Sales	10,736		10,736	27,120	0.42%
Pager Service	V	0.06% of Sales	1,534		1,534	3,948	0.06%
Meals & Entertainment	V	0.45% of Sales	11,503		11,503	29,333	0.45%
Travel	V	0.46% of Sales	11,758		11,758	30,014	0.46%
Uniforms	V	0.11% of Sales	2,812		2,812	7,036	0.11%
Gas & Electric	V	3.05% of Sales	77,962		77,962	198,150	3.05%
Water	V	0.01% of Sales	256		256	389	0.01%
Vehicle Expense	F			87,718	87,718	43,859	0.67%
Total Controllable Expenses			206,026	181,068	387,094	613,590	9.45%
<b>Profit After Controllable Expenses</b>			1,686,256	(935,385)	750,871	2,765,468	42.54%
Other Non-Controllable Expenses							
Depreciation - Office Equipment	F			28,722	28,722	14,361	0.22%
Depreciation - Leasehold Improvements	F			41,968	41,968	20,984	0.32%
Depreciation - Plant Equipment	F			281,008	281,008	140,504	2.16%
Depreciation - Vehicles	F			18,166	18,166	9,083	0.14%
Amortization Expense	F			9,206	9,206	4,603	0.07%
Interest Expense	V	3.20% of Sales	81,796	7,200	81,796	207,913	3.20%
General Insurance	F	3.20% of bales	01,770	30,392	30,392	15,196	0.23%
Workers' Compensation Insurance	V	1.26% of PR	5,868	8,114	13,982	19,030	0.23%
Umbrella Insurance	F	1.20% Of 1 K	3,000	2,346	2,346	1,173	0.23%
Accounting	F			5,350	5,350	2,675	0.02%
•	V	0.40% of Sales	10.226	3,330		25,894	
Consulting	v F	0.40% of Sales	10,226	22 124	10,226		0.40%
Legal Fees				32,134	32,134	16,067	0.25%
Taxes - Local	F			17,422	17,422	8,711	0.13%
Taxes - Property Taxes	F			182,306	182,306	91,153	1.40%
Single Business Tax	V	0.23% of Sales	5,879		5,879	14,832	0.23%
Uncollectible Accounts	V	0.43% of Sales	10,991		10,991	28,152	0.43%
Waste Collection	V	0.07% of Sales	1,789		1,789	4,245	0.07%
Total Non-/Controllable Expenses			116,549	657,135	773,684	624,576	9.60%
Profit Before Equipment & Building Rent			1,569,707	(1,592,520)	(22,813)	2,140,892	32.94%
Additional Rental Expenses Specific to Delphi Part 60694							
Equipment Rental	F			493,425	493,425	979,151	15.06%
Building Rent	F			349,930	349,930	656,455	10.10%
Total Additional Rental Expense Specific to Delphi Part 60694				843,355	843,355	1,635,606	25.16%
Profit Before Other Income			1,569,707	(2,435,875)	(866,168)	505,286	7.78%
Other Income							
Interest Income Other Income			-	-	-	25,727 11,909	0.40% 0.18%
Total Other Income						37,636	0.58%
Net Income/(Loss)			1,569,707	(2,435,875)	(866,168)	542,922	8.36%
Less: Delphi Attributed Fixed Expenses							
Total Delphi Attributed Fixed Expenses for 1/15/00 - 12/31/00			404,108				
74.43% Fixed Expenses before Equipment & Building Rent for Total Delphi Attributed Fixed Expenses	1/15/00 - 12/	31/00	972,070				
Total Delpili Attibuted Fixed Expenses			712,010				
Loss of Income			597,637				

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### Nu-Tech Plastics Engineering, Inc. Loss of Income Analysis

	Exhibit I 1/1/99 - 12/31/00	Exhibit II-A 1/1/99 - 5/2/99	Exhibit II-B 5/3/99 1/14/00	Exhibit II-C 1/15/00 - 12/31/00
Revenue	\$ 7,581,635	\$ 2,022,423	\$ 3,003,072	\$ 2,556,140
Variable Costs	2,683,191	715,747	1,062,807	904,637
Contribution Margin	4,898,444	1,306,676	1,940,265	1,651,503
Contribution Margin %	64.6%	64.6%	64.6%	64.6%
Less: Delphi Attributed Fixed Costs	2,028,667	338,112	718,486	972,070
Operating Income	2,869,777	968,564	1,221,779	679,433
Interest Expense	242,612	64,718	96,098	81,796
<b>Profit Before Income Taxes</b>	2,627,165	903,846	1,125,681	597,637
Income Taxes	893,236	307,308	382,732	203,197
Net Income	\$ 1,733,929	\$ 596,538	\$ 742,949	\$ 394,440
Net Income/(Loss) %	22.9%	29.5%	24.7%	15.4%
EBITDA	3,151,919	1,015,588	1,321,704	814,626
EBITDA %	41.6%	50.2%	44.0%	31.9%

#### **Assumptions:**

- Revenue derived from GM payment data.
- All Exhibits exclude Division 2 and Tooling in determining cost ratios.
- Exhibit I reflects parts invoiced from 1/1/99 12/31/00 at \$1.86/part.
- Exhibit II-A reflects parts invoiced from 1/1/99 5/2/99 at 1.86/part.
- Exhibit II-B reflects parts invoiced from 5/3/99 1/14/00 at 1.86/part.
- Exhibit II-C reflects parts invoiced from 1/15/00 12/31/00 at \$1.86/part.

# EXHIBIT III

### 05-44481-rdd Doc 11756-19 Filed 01/07/08 Entered 01/07/08 19:26:42 Exhibit S Pg 24 of 33

## Nu-Tech Plastics Engineering, Inc. Estimated Damages Based on Loss of Income Analysis 1/1/99 - 12/31/99

### **Exhibit III**

Revenue	\$ 4,888,791
Variable Costs	1,730,177
Contribution Margin	 3,158,614
Contribution Margin %	64.6%
Less: Delphi Attributed Fixed Costs	1,014,334
Operating Income	2,144,280
Income Taxes	729,055
<b>Cash Flow from Operations</b>	1,415,225
Plus: Depreciation & Amortization	141,071
Less: Capital Expenditures	-
Less: Working Capital Requirements	-
Free Cash Flow	\$ 1,556,296
Discount Rate (1)	25.6%
Net Present Value (NPV)	1,239,089
<b>Estimated Damages</b>	\$ 1,239,089

### Notes:

(1) Mr. Leeman's Estimated Lost Value of Business analysis uses a capitalization rate of 3.91X, implying a discount rate of approximately 25.6%.

1/1/99 - 12/31/99

Exhibit III

	Variable/			Fixed		Historical	- 1998
	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Sales							
Tooling					-	-	0.00%
Division 2 Purchasing					-	-	0.00%
Miscellaneous					-	1,229	0.02%
Delphi			4,888,791		4,888,791	4,839,410	74.43%
Chrysler					-	47,171	0.73%
Johnson Controls					-	334,314	5.14%
GT Products					-	649,625	9.99%
Briskin Manufacturing					-	16,066	0.25%
GM SPO Powertrain					-	368,201 123,935	5.66% 1.91%
Oxford Suspension					-	15,277	0.23%
Reacom					_	106,321	1.64%
			4 999 701		4 999 701		
Total Sales			4,888,791	<del></del> .	4,888,791	6,501,549	100.00%
Cost of Goods Sold							
Tooling	V				-	-	0.00%
Division 2 Purchasing	V				-	-	0.00%
Research & Development	V	0.02% of Sales	978		978	1,000	0.02%
Delphi	V				-	2,249,565	34.60%
Chrysler	V				-	35,997	0.55%
Johnson Controls	V				-	275,360	4.24%
GT Products	V V				-	395,616	6.08%
Briskin Manufacturing GM SPO	V V				-	9,431 156,821	0.15% 2.41%
Powertrain	V				-	59,852	0.92%
Oxford Suspension	V				_	9,408	0.14%
Reacom	v				_	66,444	1.02%
Freight & Delivery	V	0.67% of Sales	32,755		32,755	43,526	0.67%
Engineering	V		-		-	264	0.00%
Equipment Maintenance	V	1.17% of Sales	57,199		57,199	75,976	1.17%
Supplies - Shop	V	1.43% of Sales	69,910		69,910	92,974	1.43%
Supplies - Quality Control	V	0.21% of Sales	10,266		10,266	13,603	0.21%
Inventory Overhead Adjustment	V				-	(2,201,564)	-33.86%
Total Cost of Goods Sold			171,108		171,108	1,284,273	19.75%
Gross Profit			4,717,683	-	4,717,683	5,217,276	80.25%
Operating Payroll & Expenses							
Salaries & Wages - Other	V	18.22% of Sales	890,738		890,738	1,184,530	18.22%
Salaries & Wages - Officer & Admin.	F	10.22 /0 Of Sales	-	644,000	644,000	322,000	4.95%
Contract Labor	V	1.13% of Sales	55,243	011,000	55,243	73,643	1.13%
Payroll Taxes	V	8.65% of PR	77,049	55,706	132,755	130,307	2.00%
Payroll Expenses - Other	V	0.00% of Sales	-		-	57	0.00%
Health Insurance	V	8.48% of PR	75,535	54,611	130,146	127,681	1.96%
Total Payroll & Expenses			1,098,565	754,317	1,852,882	1,838,218	28.26%
Profit After Payroll & Expenses			3,619,118	(754,317)	2,864,801	3,379,058	51.99%
Other Controllable Expenses							
Advertising	V	0.00% of Sales			-	143	0.00%
Bank Service Charges	F			17,576	17,576	8,788	0.14%
Blueprints	V	0.04% of Sales	1,956		1,956	2,585	0.04%
Contributions	F			4,812	4,812	2,406	0.04%
Dues & Subscriptions	F			5,512	5,512	2,756	0.04%
Shop Maintenance	F			400	400	200	0.00%
Office Maintenance	F V	2 140/ af S-1	104 (20	6,742	6,742	3,371	0.05%
Machinery Movers & Riggers Building Maintenance	v F	2.14% of Sales	104,620	58,308	104,620 58,308	139,059 29,154	2.14% 0.45%
Saliding Maintenance	1			50,500	50,500	27,134	0.73/0

1/1/99 - 12/31/99

Exhibit III

EXHIBIT III	_						
	Variable/	<b>.</b>		Fixed		Historical	
F 4.P '	Fixed	Basis	Variable	(2 years)	Total	Amount	Ratio
Fees & Permits	V	0.01% of Sales	489		489	500	0.01%
Miscellaneous	V	0.19% of Sales	9,289		9,289	12,281	0.19%
Postage & Delivery	V	0.06% of Sales	2,933		2,933	3,625	0.06%
Supplies	V	1.06% of Sales	51,821		51,821	68,873	1.06%
Telephone	V	0.42% of Sales	20,533		20,533	27,120	0.42%
Pager Service	V	0.06% of Sales	2,933		2,933	3,948	0.06%
Meals & Entertainment	V	0.45% of Sales	22,000		22,000	29,333	0.45%
Travel	V	0.46% of Sales	22,488		22,488	30,014	0.46%
Uniforms	V	0.11% of Sales	5,378		5,378	7,036	0.11%
Gas & Electric	V	3.05% of Sales	149,108		149,108	198,150	3.05%
Water	V	0.01% of Sales	489		489	389	0.01%
Vehicle Expense	F			87,718	87,718	43,859	0.67%
Total Controllable Expenses			394,037	181,068	575,105	613,590	9.45%
Profit After Controllable Expenses			3,225,081	(935,385)	2,289,696	2,765,468	42.54%
Other Non-Controllable Expenses							
Depreciation - Office Equipment	F			28,722	28,722	14,361	0.22%
Depreciation - Leasehold Improvements	F			41,968	41,968	20,984	0.32%
Depreciation - Plant Equipment	F			281,008	281,008	140,504	2.16%
Depreciation - Vehicles	F			18,166	18,166	9,083	0.14%
Amortization Expense	F			9,206	9,206	4,603	0.07%
Interest Expense	V	3.20% of Sales	156,441	ŕ	156,441	207,913	3.20%
General Insurance	F		,	30,392	30,392	15,196	0.23%
Workers' Compensation Insurance	V	1.26% of PR	11,223	8,114	19,337	19,030	0.29%
Umbrella Insurance	F	1120/0 01111	11,220	2,346	2,346	1,173	0.02%
Accounting	F			5,350	5,350	2,675	0.04%
Consulting	V	0.40% of Sales	19,556	3,330	19,556	25,894	0.40%
Legal Fees	F	0.4070 Of Bailes	17,550	32,134	32,134	16,067	0.25%
Taxes - Local	F			17,422	17,422	8,711	0.13%
Taxes - Property Taxes	F			182,306	182,306	91,153	1.40%
Single Business Tax	V	0.23% of Sales	11,244	162,300	11,244	14,832	0.23%
Uncollectible Accounts	v V						
Waste Collection	v V	0.43% of Sales 0.07% of Sales	21,022		21,022	28,152	0.43%
Total Non-/Controllable Expenses	v	0.07% of Sales	3,422	657,135	3,422 880,043	4,245	9.60%
•							
Profit Before Equipment & Building Rent			3,002,173	(1,592,520)	1,409,653	2,140,892	32.94%
Additional Rental Expenses Specific to Delphi Part 60694				102.125	402.425	050 151	15.050
Equipment Rental Building Rent	F F			493,425 349,930	493,425 349,930	979,151 656,455	15.06% 10.10%
Total Additional Rental Expense Specific to Delphi Part 60694	_			843,355	843,355	1,635,606	25.16%
Profit Before Other Income			3,002,173	(2,435,875)	566,298	505,286	7.78%
Other Income							
Interest Income			_	_	-	25,727	0.40%
Other Income			-	-	-	11,909	0.40%
Total Other Income					-	37,636	0.58%
Net Income/(Loss)			3,002,173	(2,435,875)	566,298	542,922	8.36%
Less: Delphi Attributed Fixed Expenses							
Total Delphi Attributed Fixed Expenses			421,678				
74.43% Fixed Expenses before Equipment & Building Rent			592,656				
Total Delphi Attributed Fixed Expenses			1,014,334				
Total Delpin Attributed Fixed Expenses			1,014,334				
Loss of Income			1,987,839				

# EXHIBIT IV

			1-rdd	Doc 000'5	117 000.01	31 <sup>,833</sup>	Fi		01/0 <sup>7</sup> Pg 2	7/08 8 of 3	Ente	ered	01/07	/08 1	.9:26	:42	Exhibit S
Security	Deposit	↔	<b>⇔</b>	& .,	\$ 10,	\$ 31,	\$ 46,	, ins, CAM	\$662,505 \$579,630 \$496,755								
	e CAM	Tenant	Tenant	Tenant	Tenant	Tenant		same taxes									
Passthround	Insurance CAM	Tenant	Tenant	Tenant	Tenant	Tenant		r (assume									
	R/E Tax		Tenant	Tenant	Tenant	Tenant		Savings/Y \$745,380	\$662,505 \$579,630 \$496,755								
Monthly	Pmt due 1st		\$ 13,229.17	\$ 12,705.00 Tenant	9,993.33	\$ 31,833.33 Tenant	5,927.50	·									
ſ	Total Prr	0			↔	382,000 \$ 3	911,130 \$ 7 82,875 10.99	,750	3,625 3,500 1,375								
į		↔	50 \$ 158,750	60 \$ 152,460	20 \$ 119,920	\$ 382	8	∥ 0	3.00 \$ 248,625 4.00 \$ 331,500 5.00 \$ 414,375								
Annual Rent	Mfng	70,000	158,750	, 152,460	119,920	not spec'd	Divided by total square ft Rate per total square foot	Base R									
	Office	28,000 \$	·	<del>€</del>	•	not spec'd no	ided by tot	ual Rent if	Market \$\frac{\\$}{\\$} Rate \$\frac{\\$}{\\$}								
		<del>∽</del>	0 = \$ lus not nan	<del>50</del>	<del>\$</del>		Divi	Ann	E								
nore Ht	g Escalator		10 yr 3-10 = \$10 plus CPI, not less than \$10.30	15.25 None	11.99 None	o'd None											
Rote ner Congre Et	Mfng Mfng	s +1	€	\$ 15	\$ 11	not spec'd											
2	Office	\$	· •	· •	<b>S</b>	38,000 not spec'd											
	Total	000,6	15,875	10,000	10,000	38,000	82,875										
Sourare Et	Mfng	7,000	15,875	10,000 (estimate)	10,000 (estimate)	34,000	76,875										
	Office	2,000		•		4,000 (2 floors)	6,000										
Reneural	Options	2 @ 5 yrs	2 @ 10 yrs	TBD 90 days prior to expir	TBD 90 days prior to expir	1 @ 5 yrs (	Total										
Initial	Term	5 yrs	10 yrs	3 yrs	5 yrs	7 yrs											
		Plastics	Plastics	Plastics	Plastics	Plastics											
	Tenant	Nu-Tech Plastics	Nu-Tech Plastics	Nu-Tech Plastics	Nu-Tech Plastics	Nu-Tech Plastics											
		Cooper	Cooper	'n, L.С.	gn, L.C.	Cooper											
	Landlord	1/24/1996 John G. Cooper	3/26/1997 John G. Cooper	Air Design, L.C.	Air Design, L.C.	9/1/1998 John G. Cooper											
Data of	Lease	1/24/1996	3/26/1997	7/1/1997	1/1/1998	9/1/1998											
	ess	Suite 2 p, MI	p, MI	3uilding A	3uilding B	P											
	Property Address	ry Road , ; c Townshi	rry Road c Townshi	vin Road, I	vin Road, I	ennon Roas ek MI											
	Pro	8018 Embury Road, Suite 2 Grand Blanc Township, MI	8024 Embury Road Grand Blanc Township, MI	4068 Baldwin Road, Building A 7/1/1997 Holly MI	4068 Baldwin Road, Building B 1/1/1998 Holly MI	G - 6437 Lennon Road Swartz Creek MI											

# EXHIBIT V

	Interest Rate	14.99%	10.94%	27.73%	12.01%	12.01%	12.01%	12.01%	23.16%	40.51%	19.76%	14.09%	17.48%	19.37%	11.75%	17.40% 16.56%
		14.9	10.5	27.7	12.0	12.0	12.0	12.0	23.	40.5	19.	14.0	17.4	19.3	Ξ	17.4
	Due Date	lst	15th	15th	15th	15th	15th	15th	lst	15th	15th	15th	15th	7th	10th	_ 2nd
	Mo Pymt	17,955.62	4,475.37	14,629.05	5,964.12	2,767.93	5,386.39	10,484.21	1,820.66	8,149.96	3,912.57	19,121.14	2,392.94	2,417.61	16,064.39	1,086.87
	Term (# mos)	09	09	09	09	09	09	09	09	09	09	09	09	09	09	09
Per I ease Acmt	Total Amount Financed	1,077,337.20	268,522.20	877,743.00	357,847.20	166,075.80	323,183.40	629,052.60	109,239.60	488,997.60	234,754.20	1,147,268.40	143,576.40	145,056.60	963,863.40	65,212.20 \$ 6,997,729.80
	Interest and Profit	322,415.31	62,382.10	405,396.50	89,796.72	41,674.40	81,098.68	157,852.06	44,862.90	280,499.32	86,318.52	327,132.66	48,284.00	52,580.60	237,536.43	21,854.37 \$ 2,259,684.57
	Cost to ABX	572,294.00	187,435.00	449,140.00	213,240.00	102,570.00	246,601.00	442,774.00	60,374.14	79,900.00	13,550.00	553,617.00	87,540.00	84,600.00	709,500.00	37,318.00 \$3,840,453.14
	Total Cost Per Lease	754,921.89	206,140.10	472,346.50	268,050.48	124,401.40	242,084.72	471,200.54	64,376.70	208,498.28	148,435.68	820,135.74	95,292.40	92,476.00	726,326.97	43,357.83
	Other T Fees F		5,000.00	11,228.50			,	•								\$16,228.50
	Freight	4,300.00	2,459.00	2,459.00	2,459.00	2,459.00	2,459.00	2,459.00	2,955.00	2,500.00	985.00	10,000.00	2,500.00	2,800.00	9,500.00	3,800.75 \$ 54,094.75
	Taxes	34,184.64	11,246.10	•	15,033.48	6,902.40	13,563.72	26,532.54	3,476.70	11,660.28	gone some gone 5,049.68	45,856.74	5,252.40	5,076.00	4,331.97	2,239.08 \$ 190,405.73
ohn G. Cooper		\$ 65,706.88 365,048.97 285,681.40 716,437.25	177,106.00 5,600.00 1,894.00 2,835.00 187,435.00	449,140.00 1,894.00 4,790.00 2,835.00 458,659.00	213,240.00 37,318.00 250,558.00	96,365.00 4,370.00 2,835.00 11,470.00	210,817.00 4,780.00 2,835.00 1,895.00 5,735.00 226,062.00	432,690.00 1,894.00 4,790.00 2,835.00 442,209.00	57,945.00	119,000.00 59,400.00 10,925.00 5,013.00 194,338.00	119,490.00 22,911.00 142,401.00	506,384.25 257,894.75 764,279.00	79,900.00 7,640.00 87,540.00	79,900.00 4,700.00 84,600.00	700,000.00 7,800.00 4,320.00 375.00 712,495.00	27,301.00 10,017.00 37,318.00 \$4,477,316.25
ABX Leasing, LTD Owner - John G. Cooper Nu -Tech	Equip Description	Chilling System Cinci 300 Ton Cinci 165 Ton	Cinci 250 Ton 2 PC's Tilt table Loader	Cinci 550T Elektra Tilt table Accessories Loader	Battenfeld 500T Cooling Tower	Cinci 120T Themolator Loader Dryers (2)	Cinci 300T MFCH-100 TC Loader Tilt table Dryer	Cinci 550T Elektra Tilt Table MFCH-300 Loader	Dryers (6)	Cinci 85T Elektra Dryers (5) Temp Flow Cont (5) CM-TT-1500 Mics(5)	Cinci 85T Elektra Accessories	Cinci 110T Elektra (3) Cinci 300T Elektra	Okuma CNC Lathe Accessories	Okuma CNC Lathe Accessories	Cinci 1500T Blender Auger (2) Floor Stand	Swamp Cooler Cooling Tower Total
ABX Le Nu -Tech	Lease Equip. Inception Location	5 Embury Embury Embury	11/15/1997 Embury Embury Embury Embury	11/15/1997 Embury Embury Embury Embury	11/15/1997 Embury Embury	12/15/1997 Embury Embury Embury Embury	12/15/1997 Embury Embury Embury Embury Embury	12/15/1997 Embury Embury Embury Embury	7/17/1998 Baldwin	7/15/1998 Baldwin Baldwin Baldwin Baldwin	7/15/1998 Baldwin Baldwin	7/15/1998 Baldwin Baldwin	8/15/1998 Baldwin Baldwin	10/7/1998 Baldwin Baldwin	4/10/1998 Lennon	9/2/1998 Embury Embury
Lessor. Lessee:	Lease #	-	71	т	4	'n	9	٢	∞	6	10	Ξ	12	13	4	15

## NuTech Plastics Engineering, Inc. Summary of Personal Property Leases

	As Is	Restated to 16.56%	Restated to 12%	Restated to 10%
Amount financed	\$ 4,738,045	\$ 4,738,045	\$ 4,738,045	\$ 4,738,045
Less 20% profit margin Less sales tax	0	789,674 190,406	789,674 190,406	789,674 190,406
Amount financed	4,738,045	3,757,965	3,757,965	3,757,965
Term in months	60	60	60	60
Interest rate	16.56%	16.56%	12.00%	10.00%
Monthly payment	116,629	92,504	83,594	79,846
Monthly savings	N/A	24,125	33,035	36,783
Annual savings	N/A	289,501	396,420	441,398

# **EXHIBIT VI**





#### **Background**

- Automotive
- Chemicals
- Manufacturing

## Keith R. Francis- Senior Director, BBK Southfield

Keith is a senior executive with more than 30 years of financial and operations expertise. He has experience as a self-employed turnaround consultant, a Chief Operating Officer, a Chief Financial Officer and a partner in a major public accounting and consulting firm.

Since joining BBK, Keith has managed many engagements for distressed suppliers to automotive OEM's. He has a proven ability to prepare accurate and objective assessments under pressure. In a turnaround, he moves forward quickly to provide initial stability and gain the confidence of all stakeholders.

Keith has participated in successful negotiations to transition a \$600 million plastic injection molder with international operations, a \$30 million gear manufacturer with operations in the US and Mexico, a \$100 million metal stamper, and a \$50 million aluminum die caster with operations in the US and Canada.

### **Professional Experience**

Jay Alix & Associates retained Keith as a turnaround consultant following their acquisition of Peregrine, Inc., a \$1.2 billion troubled automotive OEM supplier. He served as Interim Controller at the Peregrine Flint plant, a \$180 million manufacturer of door and deck-lid hinges and window regulators for twenty OEM assembly plants. Keith handled all plant financial matters, including a product costing analysis, an asset auction and plant closing. Ultimately he assisted in the successful transfer of product lines to other divisions and outside suppliers.

As COO of Piston Automotive LLC, Keith led the operational turnaround of this minority-owned automotive OEM supplier of in-line sequencing and sub-assembly services. He directed four operating units, customer service, human resources, and accounting. During his tenure, Piston went from a 25 percent operating loss to break even in one year. His accomplishments included improving cash availability by 30 percent, directing a product costing analysis and negotiating price increases and accelerated payments with a major OEM, and negotiating loan payment deferrals and higher advance rates with Piston's senior lender.

As Director of Finance and Administration for Pine River Plastics (a privately held tier one supplier of custom plastic injection molded components for the automotive and consumer products markets), Keith implemented activity based costing, launched a cost reduction program, developed a business succession plan, negotiated loan agreements and obtained 50% property tax abatements and personal property tax reductions, resulting in a net present value savings of \$500,000.

Keith began his career at Plante & Moran and worked there for 24 years, progressing from staff accountant to audit partner, where he worked directly with owners of automotive manufacturing companies.

#### **Education and Certifications**

- Master of Science, Corporate Finance, Walsh College
- Bachelor of Science, Accounting, Wayne State University
- Certified Turnaround Professional
- · Certified Public Accountant, Michigan
- Certified Insolvency and Restructuring Advisor

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